

Starting with the End in Mind NLP for Teachers



Welcome to the first of our regular features on the use of NLP in teaching. This article will explore how you can begin to manage your perceptions to enable you to easily achieve outcomes. It will give you an introduction on how to leave yourself in a positive emotional state. It includes basic tools and techniques to help you start to manage past experiences, present state and future goals.

Submodalities

Have you ever bought a new car (or been looking for a new house) and found that afterwards you notice every car like yours and 'For Sale' boards on houses everywhere?

What happened in your mind?

Did you see cars and 'For Sale' boards?

In NLP we call these 'internal representations'. These can be pictures, sounds or feelings, or a combination. We use the terms Visual, Auditory and Kinaesthetic to describe these three 'Representational Systems'. Any internal representation is composed of qualities (or 'Submodalities'). For example a visual representation will have the qualities of brightness, size, colour or black and white etc.

A really important thing to notice is whether you are experiencing the internal representation 'through your own eyes' (associated) or 'from the position of an observer seeing yourself doing something' (dissociated). Switching between these two perceptual positions affects how you feel emotionally.

NLP Thought Experiment

Remember a time when you had a lot of fun, right now...

1. What Submodalities do you notice?
2. Take the most noticeable one and change it ...What happens?
3. If your memory is currently associated, make it dissociated (put a picture frame round it and see yourself in the picture)... now make the picture move away into the distance. What changes?
4. Experience changing Submodalities in different Representational Systems

The NLP Submodality Switch

You can take the Submodalities that you have for something positive and use these on another memory. This can be used to override negative feelings about past events. This technique can be just as effective when imagining future goals.

Now you understand how you can change your

What is NLP?

The term 'Neuro Linguistic Programming' was first used by Richard Bandler and John Grinder in the 1970's. They studied excellent communicators and uncovered a wide range of tools and techniques that allow people to achieve excellence in their attitude and approach. NLP tools give you ways to work your mind. Today these tools are used widely in business, coaching and personal development and can help you when working with yourself and others.

NLP says:

The meaning of your communication is the response you get!

Visual Submodalities	Auditory Submodalities	Kinaesthetic Submodalities
Colour/Black and White	Loudness	Weight
Brightness	Location	Pressure
Focus	Tone	Bodily location
Size	Clarity	Shape
Moving or Still	Fast or Slow	Size

internal representations. You may also have begun to experience how changing these can help to manage your feelings about things. The same principle can be applied to internal representations of the future.

Using Submodalities to help in goal setting

Using internal representations of the future when setting goals for yourself or others is a powerful aid to achievement. When you do this, the unconscious part of your brain is given a clear message about what you want. In sport this is called visualisation. Using NLP Submodalities allows a much more precise approach which uses all our senses. As you continue to experiment with Submodalities you will find that there are some that have a very significant effect for you. These are called ‘Driver’ Submodalities.

Well Formed Outcomes

You will already be aware of a number of techniques for helping to achieve outcomes such as SMART. Well Formed Outcomes take this one stage further by adding sensory details to your future goal. As well as being Specific, Measurable, Achievable, Realistic and Time-related, a Well Formed Outcome includes things about what you will see, hear (in your own internal dialogue and from other people) and feel when you achieve your goal. A really Well Formed Outcome will include details about resources, benefits, participants and the effect on yourself and others. They must also be positively stated.

Why? – Because a negative (like don’t) always invokes the thing that it applies to.

Try this ...**Don’t think of chocolate cake!**

Good questions to help create a Well Formed Outcome

- ✓ Is it positive?
- 👁️ What will you see?
- 👂 What will you hear?
(Inside and from others?)
- ❤️ What will you feel?

What resources do you need (internally and externally)?
 What will happen if you do get this outcome?
 What will happen if you don’t?
 What won’t happen if you do?
 What won’t happen if you don’t?

Further suggestion about when you could use Submodalities and Well Formed Outcomes:

- Before you teach a new class;
- Before going for a job interview;
- Leaving a bad day behind;
- Before going into a difficult meeting;
- Just to feel good.

In our next article we’ll be looking at creating powerfully influential classroom interactions through ‘Streetwise Body Language’. **TEX**

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